

## Continuing Education Requirements for Agents/Telemarketers of Long Term Care Insurance

Before marketing any long term care insurance product in Indiana, an agent must obtain 8 hours of continuing education (c.e.) in long term care and long term care insurance. Once the 8 hours are completed, in order to continue to market long term care insurance in Indiana, an agent must complete 5 hours of c.e. in long term care, long term care insurance, Medicaid, or the Indiana Long Term Care Insurance Program (ILTCIP) every 2 years thereafter. (This is a 5-hours every 2 years requirement; NOT a 10-hours every 4 years requirement.)

**\*Before marketing ILTCIP policies (also known as "Indiana Partnership" policies), an agent must have completed the 8-hour traditional LTC insurance c.e. requirement, PLUS take an additional *one-time only* 7-hour course on the Indiana Long Term Care Insurance Program.**

Upon completion of the 7-hour course, an agent must then meet only traditional long term care insurance c.e. requirements (5 hours every 2 years) in order to continue selling ILTCIP policies.

All c.e. classes taken for traditional long term care insurance and for the ILTCIP count towards the 40-hour c.e. requirement for renewing an agent's license.

### CE Providers of the 7-hour ILTCIP Course:

IAIFA	317-844-6268	Indpls
Indiana Licensing School, Inc.	800-747-0384	Indpls
John Hancock Financial Services	317- 469- 6021 ext. 115	Indpls
Long Term Care Associates	888- 594- 8675	Indpls
MAC Training Associates	765- 642- 2176	Central Indiana
Oberlin Marketing	800- 486- 9739	Fort Wayne
Pathfinder Corp.	800- 592- 4242	Indpls
Patriot Training Systems	800- 274- 8889	Indpls
Professional Training Institute	800- 293- 0784	Northern & Southern Indiana

\* For agents with non-resident insurance licenses from the Indiana Dept. of Insurance, who reside in a state which has a reciprocal continuing education agreement with the Indiana Dept. of Insurance, their general long term care continuing education requirements in Indiana are waived. However, to sell Indiana Partnership policies, they must complete the 7- hour Indiana Long Term Care Insurance Program course.